## The Bay Area EV Market

San Mateo County Perspective

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Bay Area Air Quality Management District





#### Bay Area Air Quality Management District

- Established in 1955
- 9 Counties
- 7+ million people
- Governing Board of 24 elected officials
- Mission: protect human health and combat global climate change

### **BAY AREA**

#### ELECTRIC VEHICLE TRENDS AND GOALS



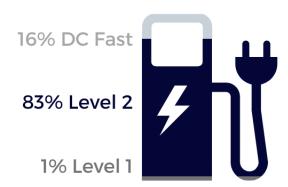
9,481 public charging ports currently

25,000 public charging ports needed (NREL)

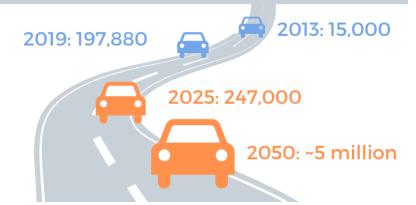
In 2019 3.4% of the cars are EVs, with a goal of 90% by 2050



#### **Public charging ports**



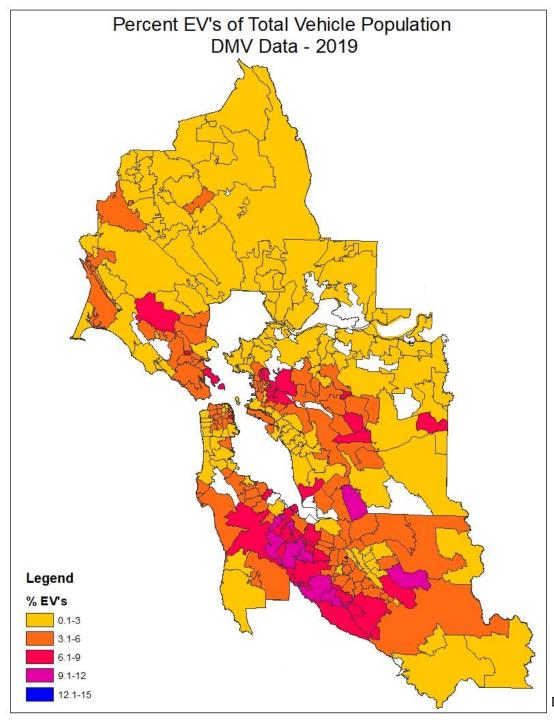
#### Progress towards our EV Adoption Goals



### Registered Electric Vehicles (EVs)

	Bay Area EVs	San Mateo County EVs
BEV	122,277	15,510
PHEV	73,533	7,034
FCEV	2,070	166
TOTAL	197,880	22,710

Data Source: DMV Registrations (2019)

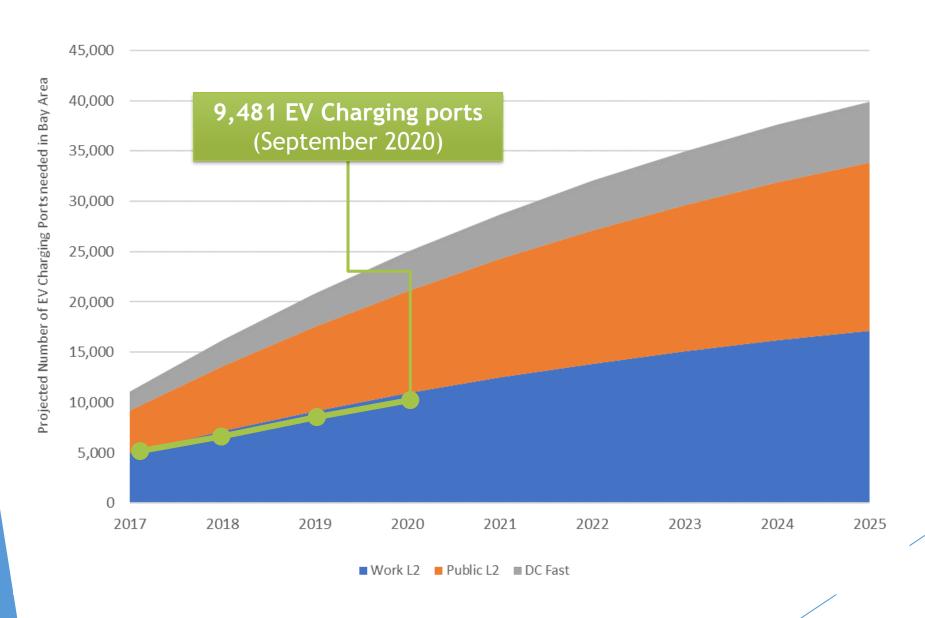


# EV Market Share by Zip Code

In 79% of Bay Area zip codes EVs make up 5% or less of the overall registered vehicle fleet.

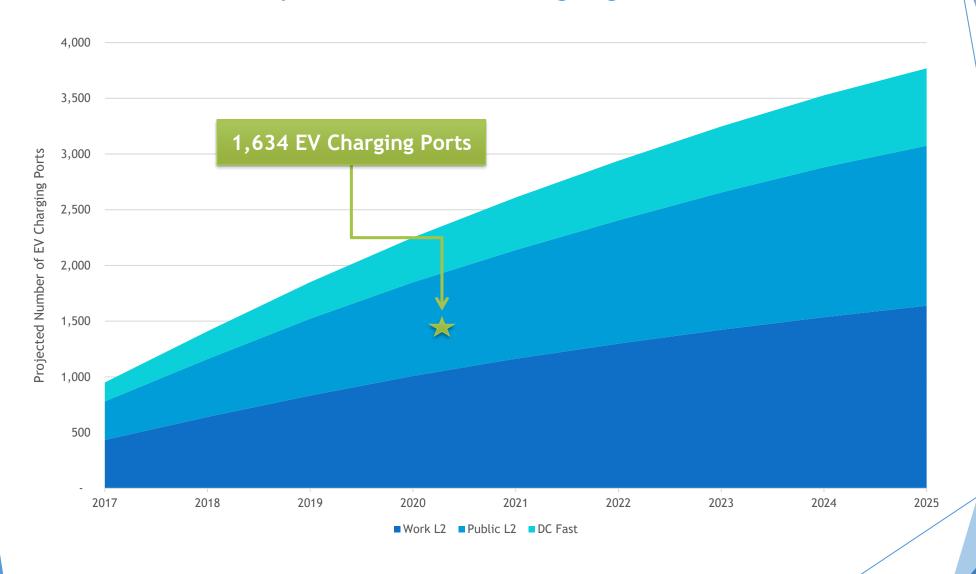
Data Source: DMV Registrations (2019)

#### Bay Area Public EV Charging Infrastructure

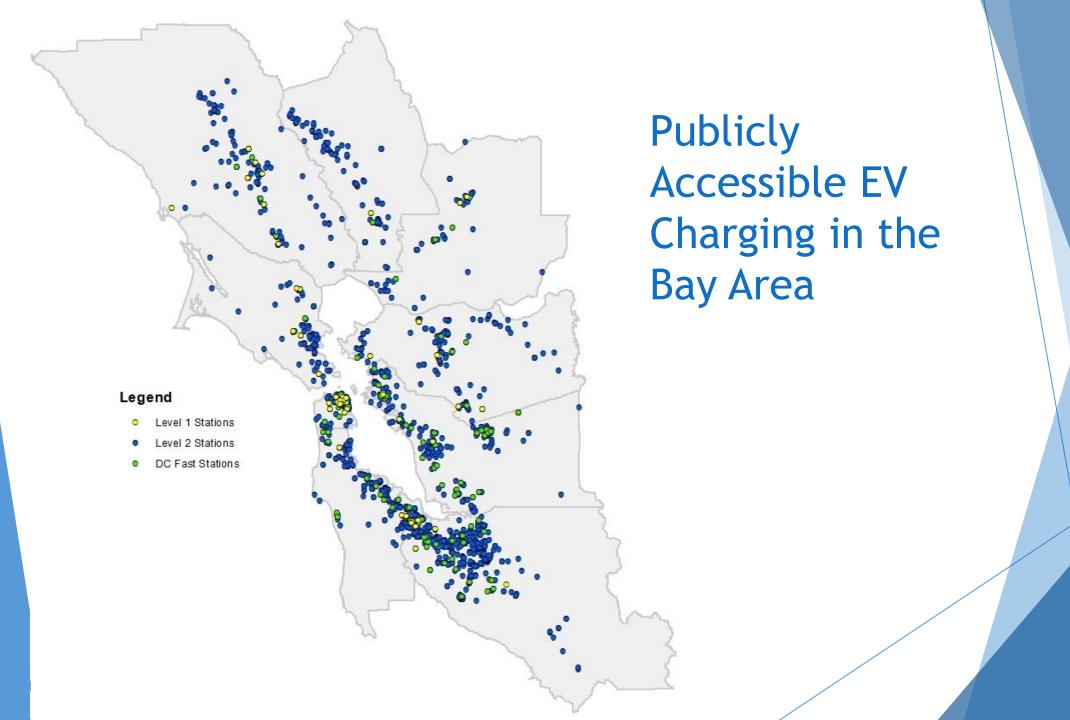


Source: Alternative Fuels Data Center CEC/NREL EVI-Pro projections, Alternative Fuels Data Center

#### San Mateo County Public EV Charging Infrastructure



Source: Alternative Fuels Data Center CEC/NREL EVI-Pro projections, Alternative Fuels Data Center



## Alternative Fuels Data Center Station Locator San Mateo County Pacific Legend Level 1 Level 2 DC Fast

Publicly
Accessible EV
Charging in San
Mateo County



# Outreach and Strategy Work

- 1. EV Coordinating Council
- 2. EV Market Research and Surveys
- 3. Grant Program Outreach

## The Bay Area EV Coordinating Council

- Established in 2011
- Over 300 members from government entities, EVSE companies, OEMs, transit authorities, PG&E, CCAs, CBOs, etc.
- Serves as a venue for members to discuss emerging market trends and to share information and best practices from their experiences in their communities



#### EV Market Research Study

- Understand majority adopters to move market beyond early adopters: apartment residents, low-income households, fleet managers, ride hailing drivers, property owners, and dealership sales personnel.
- Understand priorities and barriers of key market actors that affect EV market and infrastructure

# Anecdotes





Outreach Messages



#### Influential Incentives

Overall

Discounts of the price of a new FV

Tax credit

Discount on home EVSE

Making under \$100k

Discounts of the price of a new EV

Tax credit

Attractive financing for EVs

Apartment dwellers

Discounts of the price of a new EV

Tax credit

Attractive financing for EVs

Nontraditional commuters

Discounts of the price of a new EV

Tax credit

Attractive financing for EVs

Ride-hail drivers

Discounts of the price of a new EV

Free or reduced charging

Additional dollar amount per ridehail trip in an EV

#### Air District EV Grant Programs







CLEAN CARS FOR ALL

**CHARGE!** 

HIGH MILEAGE FLEETS



### Thank You!

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